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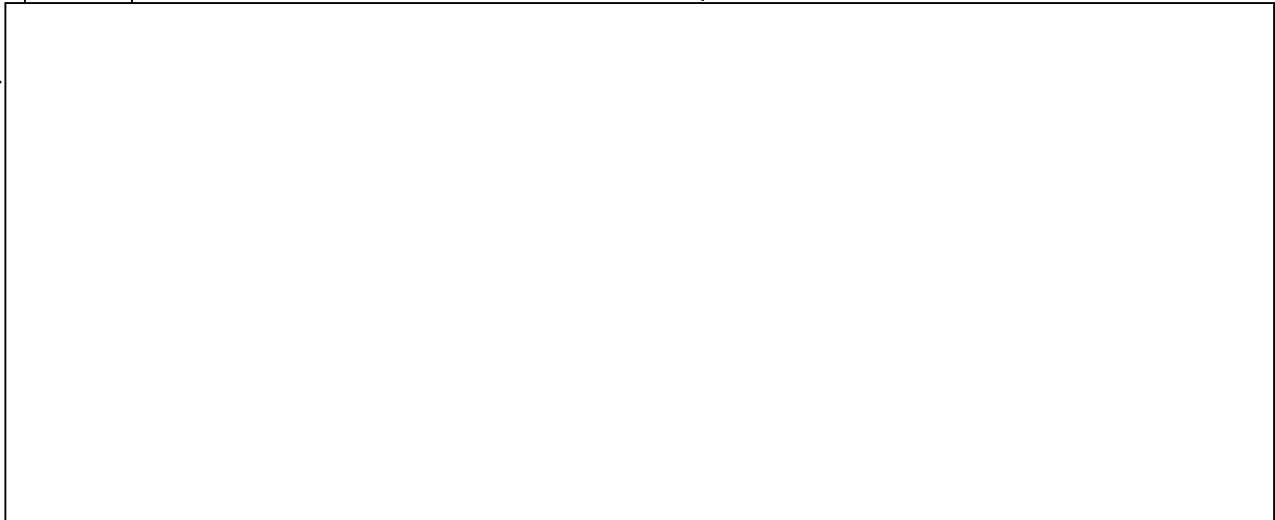
**CHINA: LOOKING TO GAIN CONCESSIONS ON ARMS CONTROL IN THE  
MIDDLE EAST**

Since the revelations in the Western media over the past year of China's proliferation of ballistic missiles and nuclear technology, Beijing has tried to appear responsive to international proliferation concerns while retaining its market share of lucrative arms exports. Indeed, Beijing now appears intent on establishing itself as a major player in arms and arms technology control process.



### Motivations and Goals

Chinese footdragging on these issues reflects, in our view, decisions made at the highest levels of authority to protect arms export revenues, resist infringement on Chinese sovereignty, and cultivate political allies in the Third World. Beijing especially worries that it will be marginalized in a rapidly changing world order--a fear which has intensified since the collapse of Soviet socialism--and is concerned that a resurgent United States intends to force its political values on China.



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At the same time, Beijing may try to deflect efforts to isolate China in the negotiations of the Five by committing to work with the United States bilaterally through high-level exchanges. In these discussions, the Chinese will probably seek agreements on general principles on nonproliferation issues while deferring detailed, technical issues--and thus specific commitments--to informal, less binding working-level exchanges.

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